



Press release in accordance with Consob Regulation n. 11971/99

Esprinet to purchase EDSLan business

Vimercate (Monza Brianza), February 18th 2016 - Esprinet S.p.A. (Italian Stock Exchange: PRT) today signed a binding agreement for the acquisition of the distribution business activities of EDSLan S.p.A..

EDSLan, the 11th largest Italian distributor in 2015*, was founded in 1988, headquartered in Vimercate (Italy) with another 8 branch offices, 94 employees plus around twenty sales agents and consultants, is well-known as a leading distributor within the networking, cabling, Voip and UCC-Unified Communication & Collaboration segments.

Its main suppliers include Hewlett Packard Enterprise Networking, Aruba Networks, Huawei Enterprise, Brocade Networks, Alcatel-Lucent Enterprise, Watchguard, Allied Telesis Panduit, CommScope, Audiocodes and Panasonic. In 2015 the business to be acquired served more than 2,900 customers such as "VAR-Value Added Resellers", system integrators, telco resellers and TelCos, as well as installers and technicians, the latter two clusters historically not well covered by the Esprinet Group.

Preliminary 2015 sales of the purchased activities were about € 72.1 million, with EBITDA† of € 2.2 million and invested capital‡ of € 17.4 million as of December 31st 2015.

The equity value of the operation is equal to € 6.44 million. On closing date, Esprinet will take over all financial debts of the business with the exception of a mortgage; in such a phase a bond loan subscribed by the current shareholders of EDSLan S.p.A. will also be reimbursed.

The deal gives a boost to the Esprinet Group strategy of focus on the "complex technologies" market (also known as 'value' wholesale distribution); such strategy began in 2011 with the establishment of a separate business unit, V-Valley, aimed at satisfying as well as somehow anticipating the market needs.

V-Valley became a leading distribution player of products and services related to the 'data centre'.

The acquisition of EDSLan represents a further step in the focalization strategy adopted by the Esprinet Group, which enables both the reinforcement of the already existing networking and UCC_EDI business as well as the entrance into new 'analogic' markets such as cabling, phone control units, video-conference systems and measuring instruments.

After this investment and with reference to "complex technologies" distribution, Esprinet will boast a sales team in excess of 150 people and a pro-forma turnover in 2015 of around € 300 million§, aiming in the next years at the #1 position in this distribution segment too, being the Group's since many years the leader in the 'IT-Client' and consumer electronics businesses.

The acquisition, in compliance with the duties established by art. 47 n. 428/90 of the Italian Law ruling the execution of the trade union procedures expected in cases of business purchase, is subject to the mandatory "Anti-Trust" approval.

DECLARATION EX ART. 154-bis, paragraph 2 Legislative Decree n.58/1998 (T.U.F.)

The officer charged with the drawing up of the accounting documents of the company, Pietro Aglianò, declares that, in compliance with the provisions of paragraph 2 of Article 154 bis of Legislative Decree n.58/1998 (T.U.F.), the financial data shown in this press release correspond to the findings resulting from accounting documents, books and accounting records.

For further information:

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Esprinet (Italian Stock Exchange: PRT) is engaged in the wholesale distribution of IT and consumer electronics in Italy and Spain, with ~40.000 reseller customers served and 600 brands supplied. Consolidated 2015 sales of € 2.7 billion rank the Company #1 in Italy and among the top three

* Source. Sirmi, January 2016

† Source: Management estimates on preliminary 2015 data, net of the trading activities of the "merchandising" division, which are not included in the deal

‡ Source: Management estimates on preliminary 2015 data including the trading activities of the "merchandising" division, which are not included in the deal

§ Source: management's estimates



in Spain (#5 in Europe). Uniquely enabled by its internet-based business model (www.esprinet.com), Esprinet is especially focused on delivering technology to resellers mainly addressing the small-to-midsize businesses (SMB).